A3940-1.24

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1991

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Fairmont State College
Franklin & Marshall College
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
Howard University
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Thomas Jefferson University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College
William Paterson College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 6, 1991 through June 5, 1991) and cumulatively (September 1, 1990, and June 5, 1991). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	97	611	$27599	$26364	$32000	$28000	$21023	200	2774	$27940	$26602	$32500	$28000	$23000
BUSINESS ADMIN (INCL MGMT	76	376	24565	23933	30600	26150	16800	104	966	24594	23616	31200	25500	16800
DISTRIBUTION MANAGEMENT	2	4	35454	29577	*	*	*	3	18	31636	27495	*	*	*
ECONOM & FINANCE (BANKING	50	441	27706	25890	32000	28000	23000	75	1238	26322	25913	32000	26000	21000
HOTEL/RESTAURANT MGMT.	12	69	23208	21100	*	*	*	12	118	23208	21127	*	*	*
HUMAN RSRCS (incl LABOR R	3	39	25000	24238	*	*	*	3	93	25000	24066	*	*	*
MANAGEMENT INFO SYSTEMS	4	98	30175	29039	*	*	*	11	322	28564	28412	*	*	*
MARKETING/MARK MGMT (RESR	32	346	26915	23718	29580	28500	22000	55	1081	25650	23850	30000	28000	19000
REAL ESTATE	+	1	+	20000				+	7	+	20760			
COMMUNICATIONS														
ADVERTISING	1	9	28000	24667	*	*	*	2	51	23350	21866	*	*	*
COMMUNICATIONS	4	65	24680	23155	*	*	*	7	193	21603	22067	*	*	*
JOURNALISM	2	30	21500	22821	*	*	*	3	103	19533	20586	*	*	*
TELECOMMUN/BROADCASTING	+	13	+	22200				6	52	21133	23388	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	6	56	19333	20015	*	*	*	18	273	18547	20054	*	*	*
PRE-ELEMENTARY EDUCATION	1	3	15000	16167	*	*	*	12	30	12298	16599	*	*	*
PHYSICAL EDUCATION	+	4	+	19750				+	29	+	19314			
SPECIAL EDUCATION	4	10	20500	20711	*	*	*	17	50	22792	22424	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	11	+	21854				+	27	+	21159			
TEXTILES & CLOTHING	10	43	23400	21250	*	*	*	10	82	23400	21210	*	*	*
MERCHANDISING MANAGEMENT	2	13	23500	21233	*	*	*	3	44	21000	21017	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	5	19	22600	21962	*	*	*	7	36	21092	21636	*	*	*
LETTERS (incl English, Li	8	44	20188	20966	*	*	*	11	112	21545	21490	*	*	*
VISUAL & PERFORMING ARTS	1	13	13000	18520	*	*	*	5	63	20128	19646	*	*	*
HUMANITIES - OTHER	7	35	23100	23977	*	*	*	7	81	23100	22806	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	8	18	23500	23295	*	*	*	8	58	23500	21533	*	*	*
HISTORY	5	37	22200	25430	*	*	*	7	68	21786	23465	*	*	*
POLITICAL SCIENCE/GOVT	5	54	24660	24407	*	*	*	6	131	23020	23063	*	*	*
PSYCHOLOGY	13	52	24820	21918	*	*	*	24	151	21411	20553	28500	20000	13300
SOCIOLOGY	5	21	20600	22206	*	*	*	6	63	20033	20119	*	*	*
SOCIAL SCIENCES-OTHER	10	46	21640	22570	*	*	*	16	127	19883	21536	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	21	+	31568				5	123	27567	30434	*	*	*
AGRICULTURAL	1	5	23270	30822	*	*	*	1	39	23270	30878	*	*	*
ARCHITECTURAL	1	10	36000	32103	*	*	*	1	50	36000	31193	*	*	*
BIOENGINEERING & BIOMEDIC	+	3	+	32867				+	9	+	29567			
CHEMICAL	67	376	37503	37591	40260	38000	36000	124	1352	36863	37381	39660	37500	34620
CIVIL	21	264	29169	29902	31812	28800	26000	34	829	28429	29666	32400	27998	25000
COMPUTER	23	70	34856	33158	37000	35200	32000	31	201	33650	32368	36960	35000	31490
ELECTRICAL/ELECTRONIC	47	537	33515	33298	37200	34000	30000	95	1642	32194	33191	36792	33000	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENVIRONMENTAL ENGINEERING	+	2	+	$28000				+	6	+	$28983			
INDUSTRIAL	11	148	$32811	32199	*	*	*	29	414	$31953	32299	$34800	$32100	$27900
MECHANICAL	65	567	34144	33881	$37080	$34500	$31800	117	1893	33843	34007	37500	34000	31000
METALLURGICAL	9	35	31647	32473	*	*	*	18	151	32803	33400	*	*	*
MINING (INCL GEOLOGICAL)	1	9	36000	32889	*	*	*	2	48	30000	31504	*	*	*
NUCLEAR	+	6	+	32733				+	21	+	32447			
PETROLEUM	1	27	40680	40090	*	*	*	7	181	39211	38972	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	4	47	32225	34068	*	*	*	29	180	24798	29697	33000	23000	18000
INDUSTRIAL TECHNOLOGY	+	17	+	30004				+	35	+	28645			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	2	19	25500	25019	*	*	*	2	74	25500	23145	*	*	*
ANIMAL SCIENCES	+	2	+	33500				+	29	+	22557			
PLANT SCIENCES	+	3	+	18467				+	15	+	20140			
NATURAL RESOURCES	+	2	+	19500				3	12	22000	20588	*	*	*
OTHER AGRICULTURAL SCIENC	+	10	+	22970				+	37	+	24158			
COMPUTER SCIENCE														
COMPUTER SCIENCE	62	220	32645	31122	36336	33600	28000	106	762	31006	30680	36200	32500	24600
COMPUTER PROGRAMMING	1	16	26000	26392	*	*	*	2	35	27500	27216	*	*	*
INFORMATION SCIENCES & SY	31	58	31205	30187	34800	32000	27600	36	200	30876	29344	34800	31750	26700
SYSTEMS ANALYSIS	+	2	+	33450				+	8	+	27433			
HEALTH SCIENCES														
ALLIED HEALTH	61	96	31239	30809	40000	30000	24000	98	155	30553	29654	37800	30000	24000
HEALTH SCIENCES	2	9	17750	22279	*	*	*	5	41	22100	20941	*	*	*
NURSING	121	161	32619	32000	37500	31000	30000	158	250	32657	30801	38000	31000	30000
PHARMACY	+	28	+	39082				3	56	42400	39439	*	*	*
SCIENCES														
ACTUARIAL	+	20	+	33708				+	26	+	32309			
ARCHITECTURAL & ENVIRONME	+	2	+	36500				+	18	+	27578			
BIOLOGICAL	2	13	20250	24672	*	*	*	4	61	16485	21457	*	*	*
CHEMISTRY	6	29	24942	25951	*	*	*	15	80	25765	27108	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	2	35000	30000	*	*	*	2	27	25825	28380	*	*	*
MATHEMATICS	17	66	30588	28995	*	*	*	24	162	28103	27978	33300	30000	21023
PHYSICS	4	6	27460	27207	*	*	*	6	21	28052	28530	*	*	*
OTHER PHYSICAL & EARTH SC	1	2	35040	32520	*	*	*	2	7	30520	25084	*	*	*
POLYMER SCIENCE	+	1	+	32600				+	3	+	34367			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	935	5492						1597	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	77	407	$28344	$26828	$32500	$28000	$25000	156	2044	$28686	$27158	$33000	$28500	$26000
ACCOUNTING (PRIVATE)	24	239	25328	25752	30120	25000	19500	46	775	24734	25180	30000	25000	18000
COMMERCIAL BANKING (CNSMR	4	46	19750	21336	*	*	*	7	107	22857	21970	*	*	*
COMMERCIAL BANKING (LENDG	1	52	19400	23366	*	*	*	5	137	22120	23780	*	*	*
INVESTMT BANKING (CORP FN	1	20	27000	30614	*	*	*	1	43	27000	29041	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	32000				+	5	+	30600			
INVESTMT BANKG (REAL EST)	+	2	+	27500				1	6	15000	21750	*	*	*
INVESTMT BANKG (SALES & T	+	9	+	27067				1	26	16800	24777	*	*	*
FINANCIAL/TREASURY ANALYS	21	128	26231	27735	30000	28000	21000	33	404	25586	27443	30000	26000	20195
PORTFOLIO MGMT/BROKERAGE	4	23	31350	27209	*	*	*	5	50	32080	25137	*	*	*
UNDERWRITING	9	36	25889	24585	*	*	*	11	139	28026	24433	*	*	*
INSURANCE - CLAIMS	4	39	24430	22997	*	*	*	6	113	22953	22785	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	22323				1	32	19200	20515	*	*	*
MEDIA PLANNING	1	10	28000	18614	*	*	*	2	17	22000	20232	*	*	*
REPORTING	+	9	+	23400				+	22	+	18422			
PRODUCTION	2	15	22850	22816	*	*	*	5	55	22980	24295	*	*	*
PUBLIC RELATIONS	1	20	18000	21533	*	*	*	2	54	16618	20463	*	*	*
WRITING / EDITING	2	11	28500	21363	*	*	*	3	38	24200	20671	*	*	*
MARKETING														
ADVERTISING	1	17	28000	23224	*	*	*	1	43	28000	21360	*	*	*
BRAND/PRODUCT MANAGEMENT	4	27	29227	25951	*	*	*	13	125	25470	24443	*	*	*
BUYER/MERCHANDISING	29	122	26397	23710	28500	28000	21000	30	303	26050	23517	28500	28000	21000
DISTRIBUTION	2	10	27500	25106	*	*	*	2	46	27500	26051	*	*	*
MARKET RESEARCH	6	25	22747	25942	*	*	*	9	77	22609	25448	*	*	*
PURCHASING	1	8	21023	33440	*	*	*	2	32	26562	27716	*	*	*
SALES	28	350	26159	25667	33480	28150	18400	55	1080	25652	25372	33480	26200	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	7	+	23423				+	32	+	20765			
FINANC,TAXA, MONETARY POL	1	16	21023	21026	*	*	*	5	80	22965	22655	*	*	*
ECONOMIC PROGRAMS	4	10	20562	21486	*	*	*	4	17	20562	21721	*	*	*
LAW ENFORCEMENT	4	25	26950	23342	*	*	*	4	59	26950	23076	*	*	*
MILITARY	2	25	23500	23440	*	*	*	7	55	21716	23685	*	*	*
NATIONAL SECURITY	+	1	+	27000				+	9	+	20956			
URBAN / REGIONAL PLANNING	+	2	+	19500				1	10	11440	19183	*	*	*
ENGINEERING														
BIOENGINEERING	+	3	+	30200				+	9	+	27622			
DESIGN / CONSTRUCT	18	281	32461	30892	*	*	*	34	877	29096	30766	36000	31250	22000
ENVIRONMENTAL/SANITATION	9	56	30689	31853	*	*	*	14	159	27516	30989	*	*	*
MANUFACTURING/INDUSTRIAL	16	264	34876	34018	*	*	*	52	980	33498	33930	36660	34200	31300
SYSTEMS / PROGRAMMING	15	74	32657	32300	*	*	*	23	241	32247	32238	35700	33000	28800
POWER SYSTEMS	9	83	32535	33351	*	*	*	14	233	31469	33217	*	*	*
SOFTWARE DESIGN & DEVELOP	32	77	35109	33724	38000	35000	32000	36	206	34581	32869	38000	35000	31600
HARDWARE DESIGN & DEVELOP	2	51	32936	34041	*	*	*	3	191	34624	33709	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	9	93	$37552	$34602	*	*	*	34	328	$31355	$34268	$38100	$33616	$26252
TESTING	1	38	22800	30612	*	*	*	6	145	24455	30692	*	*	*
PROCESS ENGINEERING	40	267	37371	37737	$39840	$37500	$36000	78	1072	37224	37658	39600	37500	36000
PROJECT ENGINEERING	39	341	35221	34080	40700	35880	28800	54	1113	34739	34092	40000	35700	27332
OTHER ENGINEERING	89	494	33385	33341	37500	34000	28000	166	1480	32536	32821	37500	33600	26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	4	7	18500	19789	*	*	*	8	28	19438	23074	*	*	*
INDUSTRIAL HYGIENE	+	3	+	24233				+	5	+	24106			
MEDICAL TECHNOLOGY	9	14	27144	27564	*	*	*	13	44	27410	24765	*	*	*
NURSES / PERSONAL CARE	120	160	32641	31947	38000	31000	29968	156	245	32530	30640	37500	31000	30000
OCCUPATIONAL THERAPY	11	20	30522	29412	*	*	*	25	38	29550	29627	34000	29000	27000
PHARMACIST	+	28	+	39082				4	57	38438	39213	*	*	*
PHYSICAL THERAPY	+	20	+	31630				+	24	+	29532			
RESPIRATORY THERAPY	+	1	+	27600				+	5	+	32651			
OTHER HEALTH RELATED	42	62	32109	29176	40000	31080	23000	67	123	31066	26394	40000	30000	23000
SOCIAL SERVICES														
ADMINISTRATION	5	14	15900	19138	*	*	*	8	34	14825	20069	*	*	*
COUNSELING	4	17	17425	17866	*	*	*	9	62	16467	17107	*	*	*
FUNDRAISING / DEVELOPMENT	+	3	+	18500				+	4	+	17685			
SOCIAL WORK	4	16	18700	18278	*	*	*	10	55	16400	17470	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	24	151	29837	28899	36000	30300	25800	49	576	28409	28799	35400	28000	20000
INFORMATION SYSTEMS	29	75	31182	30816	35700	32400	25000	42	253	31126	29911	34800	32000	26700
SYSTEMS ANALYSIS & DESIGN	22	95	31006	30889	33500	32514	27600	38	344	31144	30178	37200	32384	24440
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	7	29	33129	32700	*	*	*	7	50	33129	32220	*	*	*
AGRICULTURE/NAT'L RESOURC	1	13	12000	20954	*	*	*	2	91	16000	21863	*	*	*
ARCHITECTURE	+	2	+	36500				+	10	+	28290			
CONSULTING	35	183	28546	29328	32400	30000	25500	50	491	28385	29214	33700	30000	18780
HUMAN RESRCS /INDUS RELS	3	31	25000	25484	*	*	*	10	95	22184	23651	*	*	*
MANAGEMENT TRAINEE	72	547	24406	22823	30000	25000	19000	88	1354	24462	22764	30000	24750	19000
MATH/STATISTICIANS	1	10	16973	23959	*	*	*	10	33	21655	23647	*	*	*
PARALEGAL	+	16	+	21706				+	25	+	20592			
RESEARCHERS NON-TECHNICAL	3	6	24913	21157	*	*	*	3	13	24913	22612	*	*	*
RESEARCHERS - TECHNICAL	7	17	28570	27590	*	*	*	8	43	27749	28678	*	*	*
TEACHING	20	109	20130	20291	25500	21800	13000	58	523	20054	20475	25500	21350	11440
TOTALS	935	5492						1597	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 5 JULY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	57	+	$30961				2	239	$27500	$31257	*	*	*
MBA--NON-TECH	1	107	$40440	33959	*	*	*	5	362	32757	35225	*	*	*
MBA--TECH	2	20	40198	38099	*	*	*	3	79	41132	39402	*	*	*
MS-BUSINESS	+	18	+	40982				+	39	+	42121			
ECONOMICS & FINANCE (BANK	+	88	+	38966				+	235	+	41841			
HUMAN RESOURCES (INCL LAB	+	21	+	39090				3	53	32633	38700	*	*	*
MANAGEMENT INFORMATION SY	+	17	+	36666				+	33	+	35820			
MARKETING/MKTNG MGT (RESE	+	41	+	40678				+	141	+	43503			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	2	+	34900				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	20000				+	16	+	23926			
ELEMENTARY EDUCATION	+	2	+	25500				10	29	25657	24354	*	*	*
PHYSICAL EDUCATION	+	2	+	24250				1	7	16500	23286	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	4	+	23784				+	14	+	23764			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	21000	16650	*	*	*
LETTERS	+	3	+	29394				+	7	+	26026			
VISUAL & PERFORMING ARTS	+	3	+	23967				1	5	21325	22845	*	*	*
HUMANITIES - OTHER	+	5	+	33968				1	9	20004	32760	*	*	*
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	1	+	22145				+	1	+	22145			
PSYCHOLOGY	+	2	+	19500				+	12	+	23209			
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	4	+	35970				+	15	+	35934			
AGRICULTURAL	+	1	+	35400				+	3	+	30800			
BIOENGINEERING & BIOMEDIC	+	1	+	27950				+	3	+	31150			
CHEMICAL	10	24	41346	41462	*	*	*	11	68	41224	40352	*	*	*

continued

MAPA REGIONAL Report No. 5 JULY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	39	+	$35077				+	112	+	$34912			
COMPUTER	+	11	+	38264				+	18	+	39297			
ELECTRICAL/ELECTRONIC	+	55	+	39012				1	173	$31490	38658	*	*	*
INDUSTRIAL	1	11	$39900	38253	*	*	*	2	32	37950	36989	*	*	*
MECHANICAL	3	51	38000	36980	*	*	*	8	165	36365	37856	*	*	*
METALLURGICAL	2	5	37130	37552	*	*	*	2	24	37130	37917	*	*	*
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	1	5	35380	39048	*	*	*	1	7	35380	38691	*	*	*
PETROLEUM	+	4	+	47150				2	31	52020	44097	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	5	+	34147				+	9	+	28291			
HEALTH SCIENCES	+	3	+	24240				+	17	+	25895			
NURSING	+	4	+	55500				+	4	+	55500			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	1	+	30000				1	7	20195	26671	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	1	2	30000	26000	*	*	*	1	5	30000	24012	*	*	*
CHEMISTRY	+	6	+	36657				+	13	+	34411			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	57	34000	38404	*	*	*	4	137	38268	37710	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	4	+	38755				+	34	+	37134			
MATHEMATICS (INCL ACTUARI	+	6	+	30334				+	18	+	29206			
PHYSICS	+	+	+	+				1	3	22356	27219	*	*	*
POLYMER	2	2	34980	34980	*	*	*	2	2	34980	34980	*	*	*
TOTALS	24	695						63	2229					

Master's Degree Candidates - Experience[1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	60	+	$41173				+	184	+	$44328			
MBA--TECH	+	26	+	49085				+	71	+	48762			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	97	+	48008				2	300	$30500	48622	*	*	*
MBA--TECH	+	58	+	53184				+	161	+	52801			
OVER 4 YEARS														
MBA--NON-TECH	+	264	+	52026				21	407	41652	50782	$50000	$38000	$32000
MBA--TECH	+	117	+	54295				14	196	44836	53706	*	*	*
TOTALS	+	622						37	1319					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	11	16	$60436	$59894	*	*	*	11	26	$60436	$58458	*	*	*
ECONOMICS	+	2	+	43000				+	2	+	43000			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	43417				+	11	+	40597			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	45000				+	3	+	36667			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	1	4	44000	38250	*	*	*	1	9	44000	45078	*	*	*
SOCIOLOGY	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	19	47	53092	53612	*	*	*	19	75	53092	53114	*	*	*
CIVIL	+	+	+	+				1	6	42000	41499	*	*	*
COMPUTER	+	3	+	55833				+	5	+	54400			
ELECTRICAL/ELECTRONIC	11	17	59805	56414	*	*	*	11	29	59805	56164	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	7	+	44883				+	12	+	46196			
METALLURGICAL	1	5	49500	51212	*	*	*	1	18	49500	48739	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	3	+	46183				+	4	+	43638			
BIOLOGICAL	+	2	+	33125				+	6	+	31800			
CHEMISTRY	1	15	31116	48665	*	*	*	1	66	31116	48608	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	1	+	46000				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	2	3	42150	38100	*	*	*	2	5	42150	38860	*	*	*
POLYMER	+	1	+	52500				1	6	39000	48417	*	*	*
TOTALS	46	134						48	307					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	28763 150 36300/26000			26713 8	24000 1			31750 2	
BUSINESS ADMIN (INCL MGMT	24200 3			17483 6	31250 2	27500 4	31000 1	29363 16	
ECONOM & FINANCE (BANKING	30700 5			26370 7	25000 1	31250 2	31500 2	29830 5	
MANAGEMENT INFO SYSTEMS					18000 1		26500 4		
MARKETING/MARK MGMT (RESR					16800 1	27500 1		25000 2	
COMMUNICATIONS							21600 1		
TELECOMMUN/BROADCASTING						21300 4			
PRE-ELEMENTARY EDUCATION								10000 1	
LETTERS (incl English, Li				25000 1		12000 1	30000 1		
HISTORY				23500 1					
PSYCHOLOGY		19200 1					36333 3		
SOCIOLOGY						18000 1			
SOCIAL SCIENCES-OTHER							24000 1		
CHEMICAL								18780 1	34390 2
CIVIL								29000 2	29036 14
COMPUTER						36800 3	35500 4	31000 2	
ELECTRICAL/ELECTRONIC						35000 2			
INDUSTRIAL								30846 2	
MECHANICAL								31800 3	32960 5
METALLURGICAL							36000 1		34000 1
MINING (INCL GEOLOGICAL)									24000 1
PETROLEUM									33600 1
ENGINEERING TECHNOLOGY		15000 1					24440 1	29500 2	23000 1

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 2

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
NATURAL RESOURCES								21500 2	
COMPUTER SCIENCE	32000 1		28000 1	27933 3		33490 10	29299 16	32125 8	27000 1
INFORMATION SCIENCES & SY							26413 7	31015 13	
MATHEMATICS							31950 4	30000 1	
PHYSICS								25200 1	

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	17500 1		15000 1			23000 2			
BUSINESS ADMIN (INCL MGMT	24195 11		20000 2	24320 5		22956 27 33000/18000			
DISTRIBUTION MANAGEMENT						24000 1			
ECONOM & FINANCE (BANKING	21300 5	27500 2		24989 10		26500 7			
HOTEL/RESTAURANT MGMT.			23208 12						
HUMAN RSRCS (incl LABOR R	21000 1								
MANAGEMENT INFO SYSTEMS				35000 1					
MARKETING/MARK MGMT (RESR	23467 3		17500 2			25276 25 30000/20400			17680 1
ADVERTISING						28000 1			
COMMUNICATIONS	12500 1			24120 1		27000 3			
JOURNALISM						21000 1			15600 1
TELECOMMUN/BROADCASTING				21600 1		20000 1			
TEXTILES & CLOTHING						23400 10			
MERCHANDISING MANAGEMENT						20500 2			
FOREIGN LANGUAGES	25000 1			22500 2					
LETTERS (incl English, Li				26000 1		28000 1		19000 1	
HUMANITIES - OTHER				30000 1		22250 2			
CRIMINAL JUSTICE						23600 2		30000 1	
HISTORY				26000 1		18000 1			
POLITICAL SCIENCE/GOVT		14820 1				28000 1			
PSYCHOLOGY	25000 1					21140 5	12000 1		
SOCIOLOGY			25000 1	23000 1		23000 1			
SOCIAL SCIENCES-OTHER				26000 1		28250 2			18200 1

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ENGINEERING TECHNOLOGY						29750 2			
AGRIBUSINESS				30000 1					
COMPUTER SCIENCE	30000 1			28000 2		18000 2			
COMPUTER PROGRAMMING						26000 1			
PHARMACY						42400 3			
MATHEMATICS	30000 1			33129 7					

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			27500 1	24396 1	24500 1	22445 5	19407 3	19500 1	
BUSINESS ADMIN (INCL MGMT			24000 1		18830 2	21338 2	11440 1	17400 2	17500 1
ECONOM & FINANCE (BANKING		21600 1	25813 3	31400 1		22407 9			16160 1
MANAGEMENT INFO SYSTEMS							22500 1		
MARKETING/MARK MGMT (RESR						14924 1			24000 1
JOURNALISM					22000 1				
ELEMENTARY EDUCATION					20992 13		12000 1		
PRE-ELEMENTARY EDUCATION					12275 4				
SPECIAL EDUCATION					23805 13				
MERCHANDISING MANAGEMENT			22000 1						
FOREIGN LANGUAGES					21500 2	16644 1			
LETTERS (incl English, Li					21250 4				
VISUAL & PERFORMING ARTS					22813 3				
HUMANITIES - OTHER					15000 1			18200 1	
CRIMINAL JUSTICE							25000 3		
HISTORY					20000 1	22000 2			
POLITICAL SCIENCE/GOVT			28300 1		20000 1	21000 1			
PSYCHOLOGY		25000 1			20297 4	19487 2			
SOCIOLOGY									14000 1
SOCIAL SCIENCES-OTHER			13520 1			22000 1	22000 1		18500 2
AEROSPACE & AERONAUTICAL						26612 3			
CHEMICAL				37500 1		24878 6			
CIVIL				31500 2		23767 4	28349 4		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER				35000 1		26516 4			
ELECTRICAL/ELECTRONIC			31800 1	32622 8		26186 23 34000/22000			
INDUSTRIAL			29900 3			24951 3			
MECHANICAL				32658 4		26762 8			
PETROLEUM				40000 1					
ENGINEERING TECHNOLOGY			20000 1	17000 2	21880 2	22800 1			
AGRIBUSINESS									21000 1
COMPUTER SCIENCE			44700 1	32634 2	18000 1	26746 4	16120 1		25650 4
COMPUTER PROGRAMMING			29000 1						
ALLIED HEALTH					24300 2			29908 81 45000/25400	34869 15
HEALTH SCIENCES								24667 3	18250 2
NURSING					28050 2	28000 2		32820 152 55200/30000	29120 1
BIOLOGICAL					12720 2		12000 1		
CHEMISTRY				19680 1	15500 2	25860 2		18000 1	
GEOLOGY & GEOLOGICAL SCI						16650 1			
MATHEMATICS					22250 2	20747 6			
PHYSICS					33272 1	21500 2			
OTHER PHYSICAL & EARTH SC					26000 1				

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					25000 1				28750 2
BUSINESS ADMIN (INCL MGMT			15236 1						31000 5
ECONOM & FINANCE (BANKING								28800 1	37500 1
HUMAN RSRCS (incl LABOR R				29000 1	25000 1				
MARKETING/MARK MGMT (RESR									28250 3
COMMUNICATIONS			12000 1						
ELEMENTARY EDUCATION			12980 3						
PRE-ELEMENTARY EDUCATION			12246 6	15000 1					
SPECIAL EDUCATION			19500 4						
LETTERS (incl English, Li	12000 1								
VISUAL & PERFORMING ARTS			19200 1						
HUMANITIES - OTHER			22000 1						32000 1
CRIMINAL JUSTICE			17900 2						
PSYCHOLOGY			16300 6						
SOCIOLOGY			17200 1						
SOCIAL SCIENCES-OTHER			16483 6						
AEROSPACE & AERONAUTICAL					32000 1				
ARCHITECTURAL								36000 1	
CHEMICAL									37235 73 40400/36000
CIVIL								27250 4	32800 2
COMPUTER									33850 2
ELECTRICAL/ELECTRONIC					32262 6		34754 7	36500 2	34967 6
INDUSTRIAL							34000 3	33960 1	32784 6

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MECHANICAL					30500 5		33486 7		35954 25 38600/34000
ENGINEERING TECHNOLOGY							18000 2	31200 2	37500 1
COMPUTER SCIENCE					32550 2		33600 1		32777 7
INFORMATION SCIENCES & SY									33820 5
BIOLOGICAL									28500 1
CHEMISTRY									30296 7

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	32000 2	24883 6				23000 2		28333 3	30060 2
BUSINESS ADMIN (INCL MGMT		31200 1			29000 1				20000 1
DISTRIBUTION MANAGEMENT									35454 2
ECONOM & FINANCE (BANKING	27030 1	25500 4						27800 1	28027 6
MANAGEMENT INFO SYSTEMS		33500 2							35700 1
MARKETING/MARK MGMT (RESR	31000 1		21800 2	26004 1					29200 6
POLITICAL SCIENCE/GOVT				26000 1					
CHEMICAL		36440 3		37500 1	34620 2			38500 2	40118 21 45000/39060
COMPUTER	35206 7	33400 6							36960 1
ELECTRICAL/ELECTRONIC	32720 2	34282 26 39200/31200			33607 3			34250 2	37115 4
INDUSTRIAL		32820 2		34800 1	33600 1			34800 1	36840 2
MECHANICAL	25000 1	34489 31 37080/32760		35000 2	33613 11		37500 1	33150 2	37554 5
METALLURGICAL					32529 16				
MINING (INCL GEOLOGICAL)						36000 1			
PETROLEUM									40176 5
ENGINEERING TECHNOLOGY	38000 1	23750 4		23400 1	26000 1				
COMPUTER SCIENCE	34654 8	34571 7			27807 6			31500 1	35899 5
INFORMATION SCIENCES & SY	29720 3								
GEOLOGY & GEOLOGICAL SCI									35000 1
MATHEMATICS	27900 2								
PHYSICS	33840 1								33000 1
OTHER PHYSICAL & EARTH SC		35040 1							

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							28110 5
BUSINESS ADMIN (INCL MGMT	25500 1					28300 6	22800 2
MANAGEMENT INFO SYSTEMS			30000 1				
MARKETING/MARK MGMT (RESR				39600 2			27600 3
ADVERTISING							18700 1
ELEMENTARY EDUCATION						10000 1	
FOREIGN LANGUAGES							18000 1
VISUAL & PERFORMING ARTS	13000 1						
HISTORY							21000 1
AEROSPACE & AERONAUTICAL							26000 1
AGRICULTURAL							23270 1
CHEMICAL	37500 2			36960 1		37200 5	36250 4
CIVIL							28001 2
COMPUTER						36190 1	
ELECTRICAL/ELECTRONIC			31500 1			33850 2	
INDUSTRIAL			31096 1	32100 1			31000 2
MECHANICAL				33600 1		35620 5	31800 1
ENGINEERING TECHNOLOGY			19500 1				26613 3
NATURAL RESOURCES							23000 1
COMPUTER SCIENCE			33500 1			36225 8	15500 2
INFORMATION SCIENCES & SY						33200 6	33000 2
NURSING							30000 1
CHEMISTRY				32000 1			22000 1

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MATHEMATICS				30000 1			

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	28738 158 36300/25500	19200 1		23986 23 34000/17000	24383 6	24246 13	29585 13	28556 26 36000/25000	
BACHELOR - TECHNICAL	32000 1	15000 1	28000 1	27933 3		34353 15	29816 33 38000/22000	30088 37 42000/25200	30065 26 36780/26000

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	22669 24 41000/14000	23273 3	21861 18	25128 25 40290/21000		24033 95 33000/18000	12000 1	24500 2	17160 3
BACHELOR - TECHNICAL	30000 2			31790 10		31088 8			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		23300 2	24095 8	27898 2	20965 50 40320/15000	21421 24 30000/20195	20116 10	18125 4	18110 6
BACHELOR - TECHNICAL			30743 7	31184 22 40000/27332	21778 15	25262 69 35000/21023	23586 6	31659 237 55200/27040	30967 23 48000/21000

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	12000 1		15892 32 26000/11000	22000 2	25000 2			28800 1	30563 12
BACHELOR - TECHNICAL					31655 14		32464 20 36000/31000	31436 10	35803 135 40400/32400

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	30508 4	26885 13	21800 2	26002 2	29000 1	23000 2		28200 4	29450 18
BACHELOR - TECHNICAL	33237 25 42000/28800	33849 80 39200/31950		33140 5	32168 40 36120/26820	36000 1	37500 1	34763 8	38616 45 45000/35000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	19250 2		30000 1	39600 2		25686 7	
BACHELOR - TECHNICAL	37500 2		28899 4	32932 5		35444 27 42900/34000	

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				32172 2					
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									43000 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									40440 1
MBA--TECH									40198 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH				36000 1			23000 1
MBA--TECH							

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	28799 149 36300/26000	25114 37 39000/19500	29500 2	31200 1	27000 1				20500 2
BUSINESS ADMIN (INCL MGMT	15600 1	11160 1	15167 3	19400 1					24258 6
ECONOM & FINANCE (BANKING	30700 5	24627 7	27750 2	24000 1			15000 1		26312 25 34000/21600
MARKETING/MARK MGMT (RESR	14924 1							16800 1	
COMMUNICATIONS				12500 1					
HISTORY				23500 1					
PSYCHOLOGY		25000 1							

AVERAGE SALARY OFFERS JULY 1991 MAP A REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT	33467 3	26000 2	23200 3					15236 1	
ECONOM & FINANCE (BANKING	35000 1	28073 4							36000 1
MANAGEMENT INFO SYSTEMS		35000 1							
MARKETING/MARK MGMT (RESR							27500 1		
COMMUNICATIONS			24120 1		28000 1				
JOURNALISM									15600 1
TELECOMMUN/BROADCASTING					16000 1		23067 3		
FOREIGN LANGUAGES	25000 1	27000 1	18000 1						
LETTERS (incl English, Li		26000 1						18000 1	
HUMANITIES - OTHER		30000 1							
HISTORY		26000 1							21000 1
PSYCHOLOGY				19200 1					
SOCIAL SCIENCES-OTHER			26000 1				18200 1		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									22012 2
BUSINESS ADMIN (INCL MGMT		22750 2	21000 4		15600 2	21023 1	21114 7		
DISTRIBUTION MANAGEMENT		35454 2							
ECONOM & FINANCE (BANKING		22000 1	28500 1				17700 2		24150 2
MANAGEMENT INFO SYSTEMS							27000 2		22500 1
MARKETING/MARK MGMT (RESR		26376 5	27719 16	27500 2	24560 3		25856 18		
ADVERTISING	28000 1						18700 1		
COMMUNICATIONS		25000 1			21600 1				
JOURNALISM		21000 1							
TELECOMMUN/BROADCASTING							21600 1		
TEXTILES & CLOTHING			24000 3				22500 2		
MERCHANDISING MANAGEMENT			20500 2				22000 1		
LETTERS (incl English, Li			28000 1		19000 1		12000 1		
HUMANITIES - OTHER							32000 1		
POLITICAL SCIENCE/GOVT		14820 1	28000 1				27150 2		
PSYCHOLOGY					25000 1		18100 2		
SOCIAL SCIENCES-OTHER			28250 2						
CHEMICAL							34500 2		
ELECTRICAL/ELECTRONIC							32750 2		
INDUSTRIAL						32100 1			
MECHANICAL					33000 1		36765 4		
ENGINEERING TECHNOLOGY							29750 2		
AGRIBUSINESS							30000 1		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES		EXECUTIVE, LEG	FINANC,TAXA, M
COMPUTER SCIENCE							16000	2		
CHEMISTRY							31710	2		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT					11440 1				
ECONOM & FINANCE (BANKING	21023 2								
FOREIGN LANGUAGES			16644 1						
CRIMINAL JUSTICE	19200 1	28600 3							
HISTORY			23000 1						
POLITICAL SCIENCE/GOVT	21000 1								
PSYCHOLOGY			22000 1						
SOCIAL SCIENCES-OTHER		22000 1	22000 1					13520 1	
AEROSPACE & AERONAUTICAL									26000 1
ARCHITECTURAL							36000 1		
CHEMICAL							36780 1	35500 3	37500 1
CIVIL							28009 10	29340 5	32400 2
COMPUTER									34200 2
ELECTRICAL/ELECTRONIC							35060 5		34974 10
INDUSTRIAL									34605 8
MECHANICAL							33100 9	26500 1	34144 25 37500/31800
ENGINEERING TECHNOLOGY							19714 7	23000 2	21667 3
NATURAL RESOURCES								23000 2	
CHEMISTRY			25860 2						
GEOLOGY & GEOLOGICAL SCI			16650 1						
PHYSICS							25200 1		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	25000 1								29050 6
ECONOM & FINANCE (BANKING							37500 1		
MANAGEMENT INFO SYSTEMS	30000 1								
MARKETING/MARK MGMT (RESR									19000 1
PSYCHOLOGY			36333 3						
AEROSPACE & AERONAUTICAL					26252 1	32000 1		27332 1	26252 1
CHEMICAL					36120 13		37378 72 43000/36500	39229 14	34853 17
CIVIL		33000 1						26510 5	27937 9
COMPUTER	35093 6		33885 9	34000 1	26254 2				34411 7
ELECTRICAL/ELECTRONIC	31738 6	32736 8	32720 2	31872 1	28490 12			32885 12	31817 35 38400/26252
INDUSTRIAL		32220 1				26252 1	33000 1	34800 1	30835 12
MECHANICAL	34500 2	31154 3			29355 3	22800 1	35640 2	34907 18	34088 44 38800/31800
METALLURGICAL									32767 17
MINING (INCL GEOLOGICAL)									30000 2
PETROLEUM								40680 1	38760 5
ENGINEERING TECHNOLOGY	28200 2	20000 1		38000 1	19500 1		37500 1	34200 2	24767 3
COMPUTER SCIENCE	32875 4		34880 19						35633 3
INFORMATION SCIENCES & SY									32000 1
BIOLOGICAL						14000 1			
CHEMISTRY						25840 2	33000 1		21000 1
GEOLOGY & GEOLOGICAL SCI									35000 1
MATHEMATICS	28800 1		34267 3						
PHYSICS					33272 1				33000 1

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
OTHER PHYSICAL & EARTH SC					35040 1				

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING						26550 1			
BUSINESS ADMIN (INCL MGMT	17433 3								
MARKETING/MARK MGMT (RESR	24000 1								
SPECIAL EDUCATION									19050 2
HUMANITIES - OTHER	18200 1								
SOCIAL SCIENCES-OTHER									13000 1
AGRIBUSINESS	21000 1								
ALLIED HEALTH	22000 1		27410 13		29615 24 35000/27000				31752 60 48000/25000
HEALTH SCIENCES					28000 1				23333 3
NURSING				32530 156 48000/30000					55200 1
PHARMACY						42400 3			
CHEMISTRY	18000 1								

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						30000 1			
BUSINESS ADMIN (INCL MGMT					30900 2	31400 5			
ECONOM & FINANCE (BANKING						26794 2			
MANAGEMENT INFO SYSTEMS					18000 1	30940 5			
COMMUNICATIONS		12000 1							
ELEMENTARY EDUCATION	18100 1			10000 1					
PRE-ELEMENTARY EDUCATION	10500 2			15496 1					
SPECIAL EDUCATION		17000 1							
LETTERS (incl English, Li							30000 1		
VISUAL & PERFORMING ARTS					13000 1				
HUMANITIES - OTHER	15000 1			22000 1					
CRIMINAL JUSTICE				17900 2					
POLITICAL SCIENCE/GOVT						20000 1			
PSYCHOLOGY		17325 4		14250 2					
SOCIOLOGY	14000 1	17200 1							
SOCIAL SCIENCES-OTHER	19000 2	16350 2		17400 3			24000 1		
COMPUTER					33840 1	32500 2	33000 1		
PETROLEUM							40000 1		
ENGINEERING TECHNOLOGY							24440 1		
NATURAL RESOURCES									20000 1
COMPUTER SCIENCE					29021 42 42900/22000	34400 8	31654 18		
COMPUTER PROGRAMMING					26000 1	29000 1			
INFORMATION SCIENCES & SY					20500 1	30753 17	31232 14		

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
HEALTH SCIENCES	12500 1								
BIOLOGICAL									12000 1
MATHEMATICS							25000 1	33129 7	

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		31750 2		22750 2					
BUSINESS ADMIN (INCL MGMT		29603 15	21833 3	24509 30 33000/19000			27150 1		
DISTRIBUTION MANAGEMENT				24000 1					
ECONOM & FINANCE (BANKING		26858 6		25911 9	21023 1		30000 1		
HOTEL/RESTAURANT MGMT.				23208 12					
HUMAN RSRCS (incl LABOR R			25000 3						
MARKETING/MARK MGMT (RESR		31000 1	21000 1	21000 3	24070 1				
COMMUNICATIONS				28000 1					
JOURNALISM									22000 1
TELECOMMUN/BROADCASTING			20000 1						
ELEMENTARY EDUCATION									19109 16
PRE-ELEMENTARY EDUCATION		10000 1							12635 8
SPECIAL EDUCATION									23741 14
TEXTILES & CLOTHING				23400 5					
FOREIGN LANGUAGES				18000 2					25000 1
LETTERS (incl English, Li		12000 1		21500 2					24500 2
VISUAL & PERFORMING ARTS									21910 4
HUMANITIES - OTHER				22250 2					
CRIMINAL JUSTICE				23600 2					
HISTORY				19500 2					20000 1
PSYCHOLOGY			12000 1	23167 3	16973 1		17589 1		21200 3
SOCIOLOGY		18000 1		23667 3					
AGRICULTURAL				23270 1					

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL	RESEARCHERS NO	RESEARCHERS -		TEACHING	
CHEMICAL		18780	1												
CIVIL		29000	2												
ELECTRICAL/ELECTRONIC						34100	2								
INDUSTRIAL		30846	2			29850	2								
MECHANICAL		31800	3			33360	1								
METALLURGICAL						33420	1								
ENGINEERING TECHNOLOGY				28340	1									21880	2
COMPUTER SCIENCE		28970	10												
INFORMATION SCIENCES & SY		33000	3												
NURSING						30000	1								
BIOLOGICAL												28500	1	11440	1
CHEMISTRY												29163	4	15500	2
MATHEMATICS		28500	2			30000	1	22069	7					22250	2
PHYSICS												25613	3		
OTHER PHYSICAL & EARTH SC														26000	1

AVERAGE SALARY OFFERS JULY 1991 MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28686 156 36300/26000	24734 46 39000/18000	22857 7	22120 5	27000 1		15000 1	16800 1	25586 33 34000/20195
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	32080 5	28026 11	22953 6	19200 1	22000 2		22980 5	16618 2	24200 3
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	28000 1	25470 13	26050 30 30000/21000	27500 2	21310 8	21023 1	23610 40 32000/16800		22965 5
BACHELOR - TECHNICAL					33000 1	32100 1	31099 15		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	20562 4	26950 4	20911 4		11440 1			13520 1	
BACHELOR - TECHNICAL			22790 3				29096 34 40000/22000	28592 13	33498 52 37860/31300

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	27500 2		36333 3				37500 1		
BACHELOR - TECHNICAL	32699 21 38200/30000	31469 14	34422 33 42000/31600	34624 3	31355 34 39528/26252	24455 6	37220 77 43000/36000	34739 54 45000/27332	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	18900 5					26550 1			
BACHELOR - TECHNICAL	20333 3		27410 13	32530 156 48000/30000	29550 25 35000/27000	42400 3			

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	15157 7	16467 9		16400 10	23200 4	29663 14	27000 2		
BACHELOR - TECHNICAL	12500 1				28872 45 42900/22000	31857 28 39200/26700	31374 36 44700/24600	33129 7	16000 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27396 27 36000/18000	21500 9	23730 79 33000/18000	20689 3		24913 3		20129 50 40320/10440
BACHELOR - TECHNICAL		29547 23 34000/27000	28340 1	30883 9	22069 7			27749 8	19588 8